

FAX

R. J. Reynolds Tobacco Co.
400 Raritan Center Parkway
Edison, N.J. 08837

Date June 11, 1997

Number of pages including cover sheet 3

To: Glikin Bros

Jeffry Michelson

Phone _____

Fax Phone 201-817-9325

CC: Greg Brown

Sean Cleerdin

From:

Lanny T. Wolfe

Phone 908-225-4774

Fax Phone 908-417-9076

Voice Mail 800-757-8255
Ext.48795

REMARKS:

☐ Urgent ☒ For your review ☐ Reply ASAP ☐ Please comment

Attached is the information you will need to work the June Salem Lights .30 off per pack DPC promotion:

- Please black line and sticker all product .30 off per pack.
- Pack each display with 2 cartons of Salem Lights .30 off stickered product.
- Add to normal order for each account on the attached list week of June, 16th.
- **Disc Reporting: please be sure you report 2 discounted cartons of Salem Lights for each display.**

If you have any questions please let me know.

Thanks,

Lanny

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R. J. Reynolds Tobacco Company Presents
June '97 **Salem Light King** DPC PROMOTION

Account: **Glikin Bros #227040**

Brand	<i>Salem Lights</i> .30 off per pack
Promotion	2 carton display

- Display Packing • 2 ctns Salem Light King
- Disc Reporting • Assign unique item # to Salem Light .30 off per pack discounted product: two discounted cartons of Salem Light at 200 sticks
• Payment will be made based on the # of discounted cartons of Salem reported on disc during the promotion period
- Allocation (cs) • 2 Salem Light (12M)
- Delivery Date • 6/16/97
- EFT \$ Amount • **1418.34**
- Displays • **42**
- Display Assembly • Black line and sticker 84 cartons of Salem Light @.30 off per pack
• Assemble blue 2 ctn. display #524012
• Place Salem Lights riser card on display
• Place 20 stickered packs in each display
- Billing • 2 Salem Light @\$3.00 per carton off invoice
- Displays shipped to retail-procedures required to receive .10 per ctn Plan G Category II payment: • Send a display and letter automatically to each account on attached list beginning 6/16/97
• Please cross out any account that refuses promotion and sign, date, and return list to RJR for payment when all displays have been sent.

You will be credited with the following estimated June monthly Category II payment if all displays are sent to accounts on attached list by June 30th:

• **\$1,495.00***

Packing and shipping payment • 28.00 per 12M case of Live product

*Must make Savings share of category goal (no more than 2% below base) to collect this \$

Note:

Voice mail 800-757-8255 mail box #48795 if you have any questions.

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Glikin Bros

ACCT	FULL NAME	ADDR1	CITY	ST	ZIP
417137	AMBOY DELI	4 AMBOY AVE.	METUCHEN	NJ	08840
275641	ANDYS MKT	692 OCEAN AVE	JERSEY CITY	NJ	07305
586785	ARIAS GROCERY	117 48TH STREET	UNION CITY	NJ	07087
280698	BABES CORNER STORE	131 SUMNER AVE	SEASIDE HEIGHTS	NJ	08751
390762	BRIAR HILL PHARMACY	50 UNION AVENUE	IRVINGTON	NJ	07111
275460	BROCKMANS PHARMACY	78 AVE C	BAYONNE	NJ	07002
741525	BUSH LIQUOR & DELI	81 TREMONT AVE	NEWARK	NJ	07106
275453	CLAREMONT LIQ & DELI	622 OCEAN AVE	JERSEY CITY	NJ	07305
928746	COZY CORNER	558 RAHWAY AVE	UNION	NJ	07083
642741	DUBRUVNIK DELI	150 ANDERSON AV	FAIRVIEW	NJ	07022
704406	EAST ORANGE LIQUORS	164 N GROVE ST	EAST ORANGE	NJ	07017
228452	EDS LIQUORS	288 DE VOE AVE	SPOTSWOOD	NJ	08884
679054	ELIZABETH VARIETY	1175 DICKERSON ST.	ELIZABETH	NJ	07201
563034	ESPOSITO MARKET	472 ROSEVILLE AVE	NEWARK	NJ	07107
276463	ESTRELLA INC/STAR	5200 BERGENLINE AVE	WEST NEW YORK	NJ	07093
715582	EXPRESS LIQUORS	64 JACKSON ST	SOUTH RIVER	NJ	08882
470333	FOUR SEASONS	5501 5503 BERGENLINE	WEST NEW YORK	NJ	07093
676367	GETTY HOWELL	4545 US HIGHWAY 9	HOWELL	NJ	07731
399967	GRAND DELI MART INC.	1462 64TH ST	NORTH BERGEN	NJ	07047
876712	H.E.F. NEWSSTAND	419 BROAD ST	NEWARK	NJ	07102
276401	HAVANA GROCERY	647 60TH ST	WEST NEW YORK	NJ	07093
274859	HELLER PHARMACY	664 MOUNT PROSPECT A	NEWARK	NJ	07104
584219	HOBOKEN PHARMACY	423 ADAM STREET	HOBOKEN	NJ	07030
771994	KASPER'S LIQUORS	1718 SPRINGFLD	MAPLEWOOD	NJ	07040
710376	KEELEN'S BAR INC	3 RAILROAD SQAURE	KEANSBURG	NJ	07734
275997	LINDEN LUNCHEONETTE	7 S WOOD AVE	LINDEN	NJ	07036
401818	LITTLE STORE	1507 CLINTON AVE	SOUTH PLAINFIEL	NJ	07080
582447	MAPLE WINE/LIQUORS	2720 PALISADE AVE	WEEHAWKEN	NJ	07087
663316	MEAT DEPOT	6778 US HIGHWAY 9	HOWELL	NJ	07731
293315	NEW WAY MARKET	674 SUMMER AVE	NEWARK	NJ	07104
325655	OCEAN MINI MKT	589 OCEAN AVE	JERSEY CITY	NJ	07305
728785	OCEAN ONE STOP LIQUO	641 OCEAN AVE	JERSEY CITY	NJ	07305
563194	OPORTO WINES	178 FERRY ST	NEWARK	NJ	07105
023408	P&J SUPERMARKET	68 CHAPEL ST	NEWARK	NJ	07105
738479	P.J. DAASH CORP	8 CHESTER AVE	BLOOMFIELD	NJ	07003
275598	ROMA IMPORTS DELI	1599KENNEDYBLVD	JERSEY CITY	NJ	07305
399958	ROSE GROCERY	8231 KENNEDY BLVD	NORTH BERGEN	NJ	07047
400752	SALAD BOWL	63 1/2 BELLEVILLE AV	BLOOMFIELD	NJ	07003
741524	SAVOY LIQUOR & DELI	333 ROSEVILLE AVE	NEWARK	NJ	07107
560679	SUPER FOODS INC.	301 JACKSON ST	HOBOKEN	NJ	07030
274899	TONY'S LIQUORS	572 BROADWAY	NEWARK	NJ	07104
667267	TOWN SALES	107 CENTER ST	GARWOOD	NJ	07027
TOTAL ACCOUNTS: 42					

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